Join the
SAP S/4HANA Movement

Unlock the value of the age of intelligence

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THE BEST RUN **SAP**

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SAP S/4HANA MOVEMENT: Drive adoption of SAP S/4HANA in ERP Installed Base

SAP S/4HANA Customer Momentum
as of July 2019

11,500+
Licensed Customers

6,200+
Deployment Projects

3,200+
Live Customers

Drive Adoption up to 90%
in ERP installed base by 2025

SAP®

No ERP customer is left behind!!

S/4HANA MOVEMENT Program

Customers would like to understand

- Why would it be beneficial to "MOVE" now?
- Can S/4HANA address my business and IT requirements?
- How does SAP optimize my TCI / TCO?
- Is there sufficient capacity on the market to manage all aspects of the transformation?

Main activities

All program activities are linked to the questions above:

- Continue to enhance SAP S/4HANA product attractiveness
- Optimize Tools for the entire customer journey
  (e.g. Value Assessments, System Checks, Project Execution and Conversion)
- Optimize & Scale customer engagement frameworks
- Engage & educate the Ecosystem

A standardized Customer Journey approach
Accelerate SAP S/4HANA adoption

Move Scenarios

|	New Enterprise Core	Extended Enterprise Core	Intelligent Enterprise Transformation
Rapid simplification and consolidation	✔	✔	
Improved transactional and analytical performance	✔	✔	
Industry best practices	✔	✔	
Business process optimization		✔	
Enable new technologies (IoT, Blockchain, Machine Learning, etc.)		✔	
Restructuring and/or M&A (Hybrid or two-tier architecture)		✔	
New business models			
Leveraging new technologies (part of new business processes and models)			
Redefining industries			

Standardized Customer Journey

Define your strategy
Plan the engagement and get executive buy-in

Make your case
Where and how will we realize our ROI?
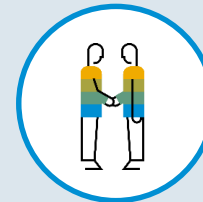
Consider your options
What is our plan for deployment?

Build your future
Which best practices help ensure success?

A standardized Customer Journey approach
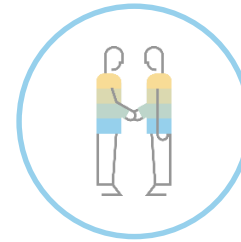Accelerate SAP S/4HANA adoption

Define your strategy

Plan the engagement
and get executive buy-in

Make your case

Where and how will we
realize our ROI?

Consider your options

What is our plan for
deployment?

Build your future

Which best practices help
ensure success?

Build your future

Which best practices help ensure success?

Support the customers in choosing the deployment methodology and implementation services that best fit their needs

1. Deployment Methodologies

2. Assets / Services

3. Intelligent Tools

Build your future

## Which best practices help ensure success?

Support the customers in choosing the deployment methodology and implementation services that best fit their needs

1. Deployment Methodologies

2. Assets / Services

3. Intelligent Tools

Deployment methodologies – Your Choice

Two methodologies using similar components during execution

| SAP-LED DEPLOYMENT | | PARTNER-LED DEPLOYMENT |

SAP

SAP | Global Strategic Services Partner
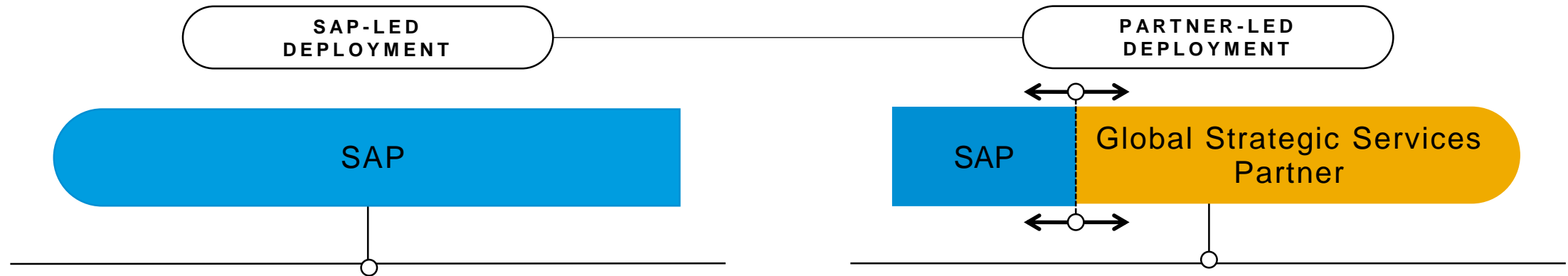
SAP Advanced Deployment with SAP Model Company

- Maximum acceleration: 50% reduction of delivery time and 30% reduction of custom developments with SAP Model Company*

- Turn-key delivery by SAP

- Factory services with defined outcomes

- Next-practices and SAP Leonardo embedded

*) for more details visit the customer survey by an independent consulting firm

Integrated Delivery Framework with SAP Value Assurance and SAP Model Company

- Agreed responsibilities and delivery methodologies between SAP & Partner

- SAP to safeguard business value with safeguarding from SAP Value Assurance

- SAP Model Company* Services to ensure fit-to-standard deployment

- Leverage deep domain expertise, deployment accelerators and methods of Global Strategic Service Partners

SAP-led Deployment: SAP Advanced Deployment

SAP service to simplify your SAP S/4HANA journey
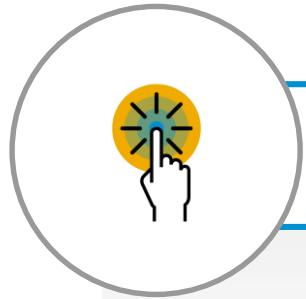
Plan

…your digital application scope

- Powerful self-service scoping and planning tools
- Identification and, as needed, validation of the best transition scenario
- Access to SAP Model Company services
- Creation of a migration plan

Design

…your solution to minimize cost and effort

- Innovative approach to solution design
- Intelligent fit-to-standard processes
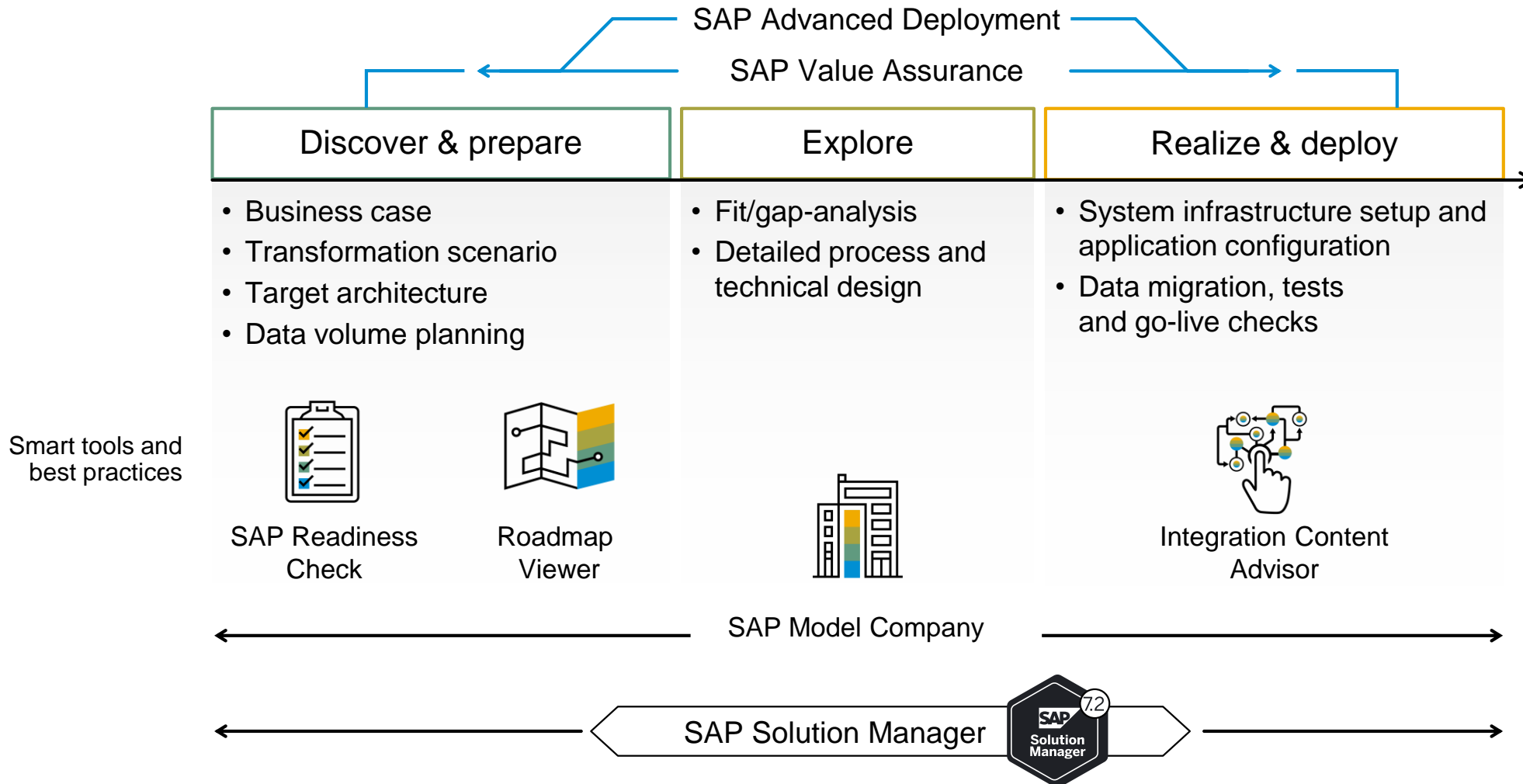- Alignment with SAP product strategy

Build

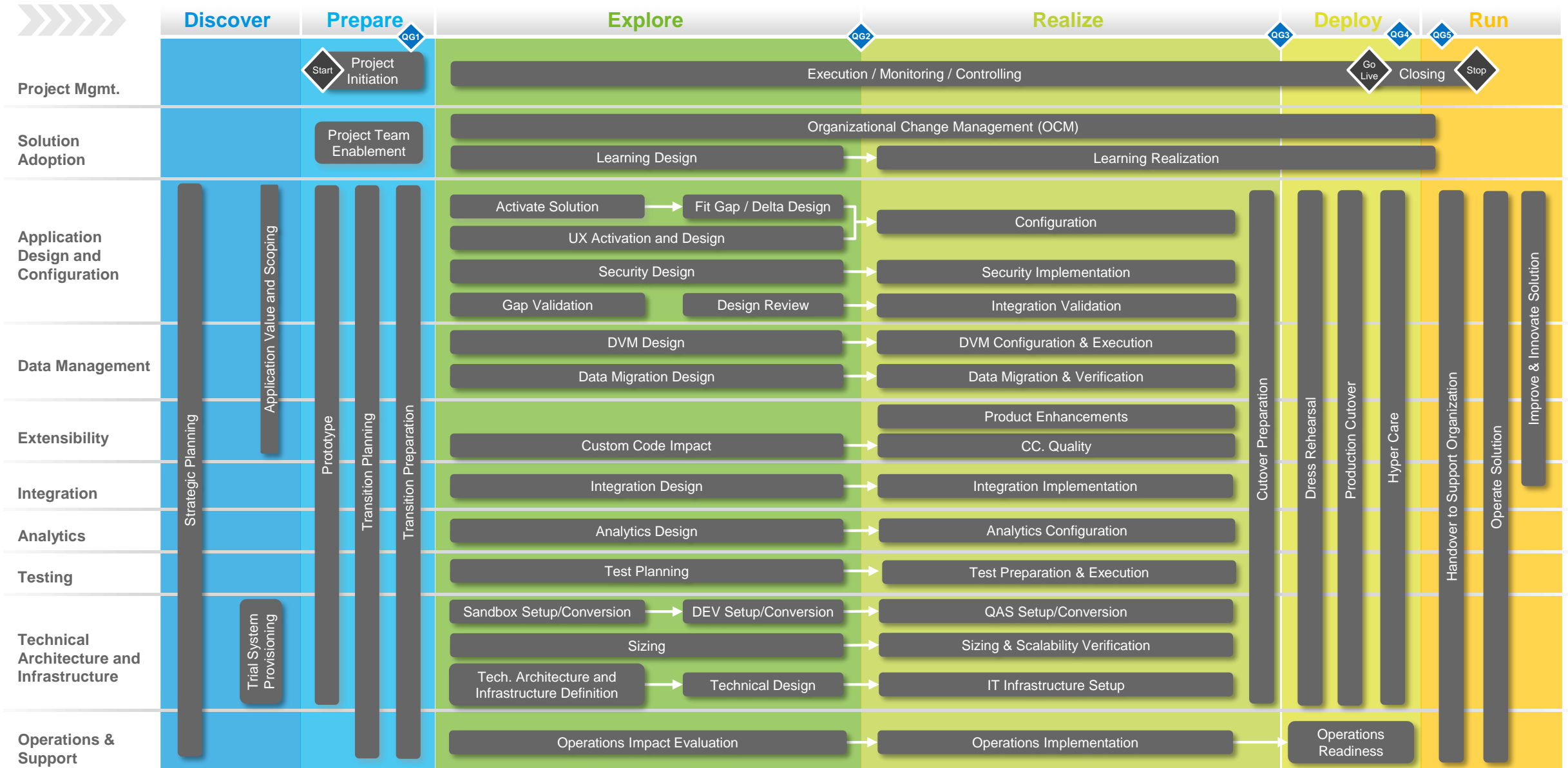…a high-performing and sustainable digital core

- Repeatable and standardized services
- Comprehensive, prepackaged technical and functional accelerators
- Scalable delivery approach that ensures consistent quality across the globe
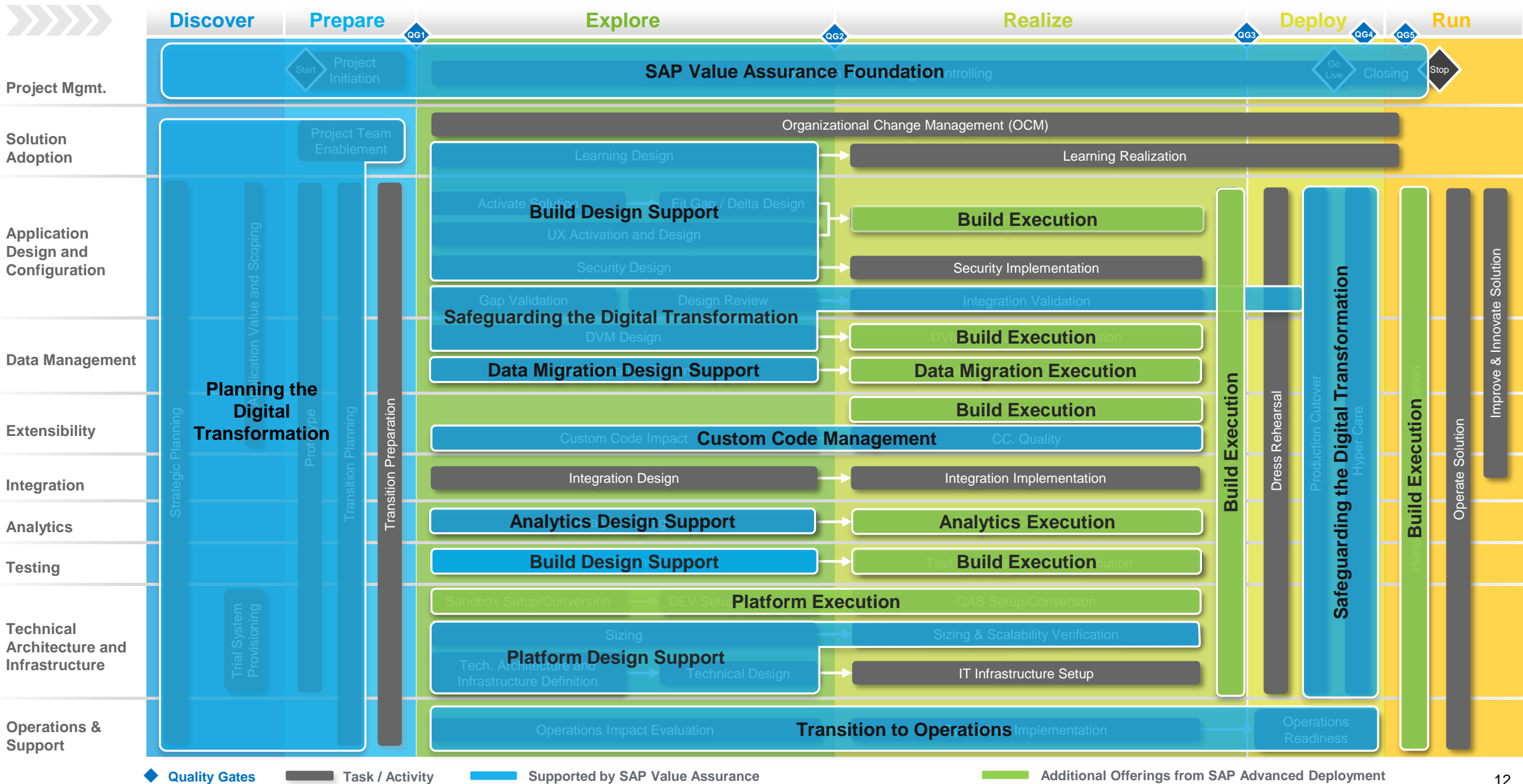
SAP-led Deployment: SAP Advanced Deployment

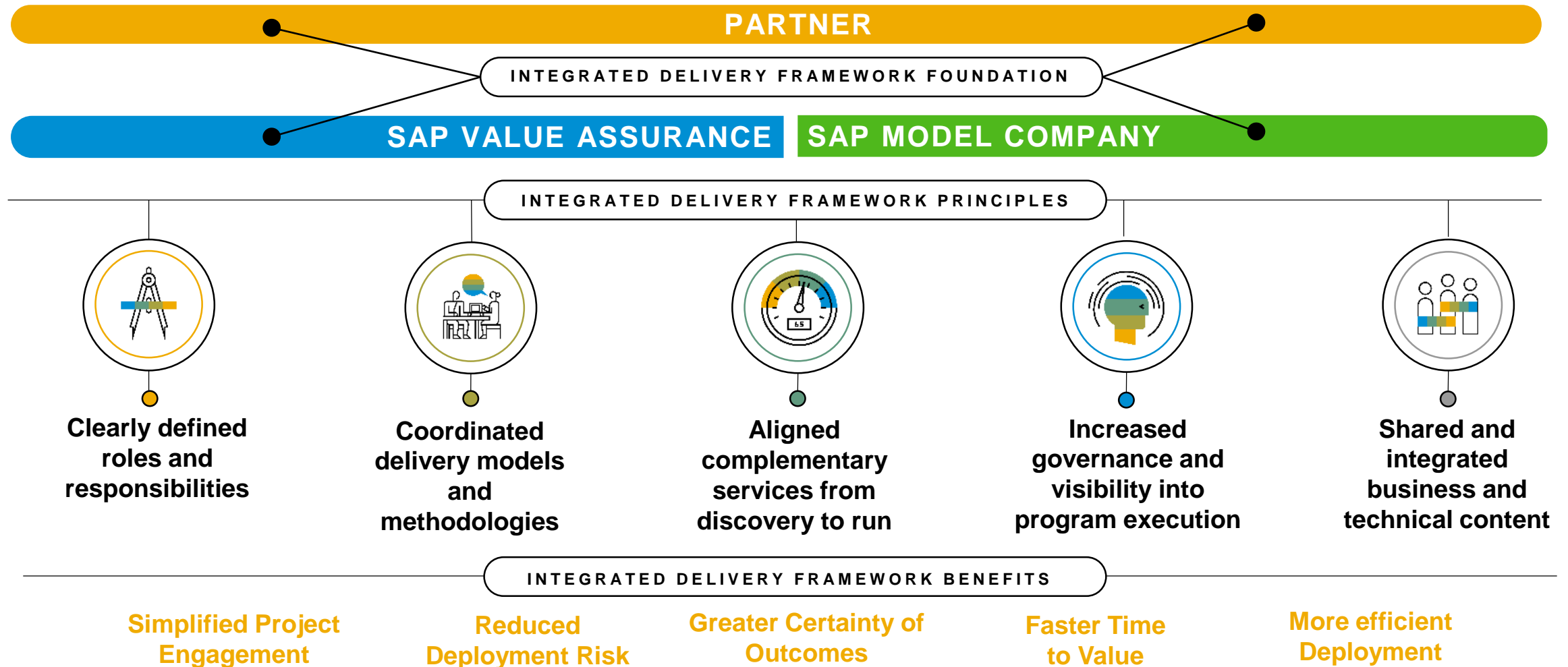Secure the project success with intelligent tools, best practices and smart people

SAP Advanced Deployment

SAP Value Assurance

Discover & prepare	Explore	Realize & deploy
• Business case • Transformation scenario • Target architecture • Data volume planning	• Fit/gap-analysis • Detailed process and technical design	• System infrastructure setup and application configuration • Data migration, tests and go-live checks

Smart tools and best practices

SAP Readiness Check   Roadmap Viewer

Integration Content Advisor

SAP Model Company

SAP Solution Manager   7.2

Transition to SAP S/4HANA

	Discover	Prepare	Explore	Realize	Deploy	Run
			QG1	QG2	QG3 QG4 QG5	

Project Mgmt.
- Start / Project Initiation
- Execution / Monitoring / Controlling — Go Live — Closing — Stop

Solution Adoption
- Project Team Enablement
- Organizational Change Management (OCM)
- Learning Design → Learning Realization

Application Design and Configuration
- Strategic Planning
- Application Value and Scoping
- Prototype
- Transition Planning
- Transition Preparation
- Activate Solution → Fit Gap / Delta Design → Configuration
- UX Activation and Design
- Security Design → Security Implementation
- Gap Validation → Design Review → Integration Validation

Data Management
- DVM Design → DVM Configuration & Execution
- Data Migration Design → Data Migration & Verification

Extensibility
- Product Enhancements
- Custom Code Impact → CC. Quality

Integration
- Integration Design → Integration Implementation

Analytics
- Analytics Design → Analytics Configuration

Testing
- Test Planning → Test Preparation & Execution

Technical Architecture and Infrastructure
- Trial System Provisioning
- Sandbox Setup/Conversion → DEV Setup/Conversion → QAS Setup/Conversion
- Sizing → Sizing & Scalability Verification
- Tech. Architecture and Infrastructure Definition → Technical Design → IT Infrastructure Setup

Operations & Support
- Operations Impact Evaluation → Operations Implementation → Operations Readiness

Deploy/Run columns: Cutover Preparation, Dress Rehearsal, Production Cutover, Hyper Care, Handover to Support Organization, Operate Solution, Improve & Innovate Solution

◆ Quality Gates   ▬ Task / Activity

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Transition to SAP S/4HANA

	Discover	Prepare	Explore	Realize	Deploy	Run

QG1 QG2 QG3 QG4 QG5

Project Mgmt.
- Start — Project Initiation
- SAP Value Assurance Foundation — Controlling
- Go Live — Closing — Stop

Solution Adoption
- Project Team Enablement
- Organizational Change Management (OCM)
- Learning Design → Learning Realization

Application Design and Configuration
- Activate Solution → Fit Gap / Delta Design
- Build Design Support
- UX Activation and Design
- Build Execution
- Security Design → Security Implementation

Data Management
- Planning the Digital Transformation
- Application Value and Scoping
- Strategic Planning
- Transition Preparation
- Transition Planning
- Gap Validation → Design Review → Integration Validation
- Safeguarding the Digital Transformation
- DVM Design → Build Execution (DVM ...)
- Data Migration Design Support → Data Migration Execution

Extensibility
- Build Execution
- Custom Code Impact → Custom Code Management → CC. Quality

Integration
- Integration Design → Integration Implementation

Analytics
- Analytics Design Support → Analytics Execution

Testing
- Build Design Support → Build Execution (Test ...)

Technical Architecture and Infrastructure
- Trial System Provisioning
- Sandbox Setup/Conversion → DEV Setup → Platform Execution → QAS Setup/Conversion
- Sizing → Sizing & Scalability Verification
- Tech. Architecture and Infrastructure Definition → Platform Design Support → Technical Design → IT Infrastructure Setup
- Build Execution
- Dress Rehearsal
- Production Cutover
- Safeguarding the Digital Transformation — Hyper Care
- Build Execution
- Operate Solution
- Improve & Innovate Solution

Operations & Support
- Operations Impact Evaluation → Transition to Operations — Implementation → Operations Readiness

Legend:
- ◆ Quality Gates
- ▬ Task / Activity
- ▬ Supported by SAP Value Assurance
- ▬ Additional Offerings from SAP Advanced Deployment

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Partner-led Deployment: Integrated Delivery Framework

Following an integrated delivery framework, SAP and our global strategic services partners align our delivery roles, methodologies, and services to drive customer success.

PARTNER

INTEGRATED DELIVERY FRAMEWORK FOUNDATION

SAP VALUE ASSURANCE **SAP MODEL COMPANY**

INTEGRATED DELIVERY FRAMEWORK PRINCIPLES

| Clearly defined roles and responsibilities | Coordinated delivery models and methodologies | Aligned complementary services from discovery to run | Increased governance and visibility into program execution | Shared and integrated business and technical content |

INTEGRATED DELIVERY FRAMEWORK BENEFITS

| Simplified Project Engagement | Reduced Deployment Risk | Greater Certainty of Outcomes | Faster Time to Value | More efficient Deployment |

Integrated Delivery Framework in action
System Integrator and MaxAttention Co-Delivery

RACI for Partner Led Engagement Model

Project Phase	Assigned SAP Value Assurance Service	Deliverables	Partner	SAP Value Assurance	Customer	Remarks
		Perform Day in life Testing (User	R	I	A/R	
	Operations Impact Evaluation	Transition to Operations Service	C	R	A	Transition to Operations service
	Operations Impact Evaluation	KT Plan f				
	Operations Support Tools	Technical O				
		including O				
		Training Conte				
		Finalize Cutove				
Deploy		PM Execution,				
		Perform Organ				
		Support Readi				
		Complete Pre				
		CompletePerfo				
		Go-Live Suppo				
	Going Live Support	Cutover to				
	Going Live Support	Hypercar				
	Business Process Improvements	Improve and I				
		Perform Produ				
Run		Run Operation				
		Review Applica				

Prepare
- Project Standards, Organization & Governance
- Project Team Onboarding and Training
- Project Management, tracking, reporting
- Communications Plan
- Model Company setup
- Data Mgmt. Plan

Explore
- Prepare for Sol Validation Workshops
- Solution (Best Practice) Validation Workshops
- Gap Validation

- Delta Design Workshops
- Design Review
- Solution Finalization
- Business Process Re-engineering
- Prioritization of Product Backlog

Realize
- Build Sprints
- Integration Test
- System and Performance Test
- Integration Validation
- User Acceptance Test

Deploy
- Mock Cutover
- End user Training and Site Readiness
- Final Data Migration
- Production Cutover
- Transition to Operations

Run
- Hypercare / Go Live Support
- End user Support
- Close out of project phase
- Operations Control Center

SI and Customer

MaxAttention

Go Live

SAP Qualified Partner-Packaged Solutions

Introducing SAP Qualified Partner Packaged Solution for Conversion to S/4HANA

New Installs/Greenfield Projects	Conversion Projects

S/4HANA On-Premise Packages

Packages for Conversion to S/4HANA
(General Business Partner Conversion Factories)

- SW (Mandatory) & Partner Services

- GTM assets describing *Scope and Industry Value*

- Demo verified

- SW (Optional) & Partner Services

- GTM assets describing *Scope and Effort / Outcome*

- Min. 1 completed ECC to S4 Conversion Live

>200 Existing Packages + ~30 New in 2019

~40 New Conversion Packages in 2019

All existing packages available on the SAP.com Partner-Package Finder.

Concept for General Business Partner Conversion Factories

Accelerate efficient & low risk project conversions

GPO Organization Channel Management & Partner Solution Centers

- Continuous sharing of Conversion Best Practices and Conversion Success Stories
- No/Low Touch Services for Tier2 Partners based on "project coach" Customer Care Program)
- Improved scalable enablement on tools and methodology
- Improved conversion tools & methodologies *(based on Tool Manifesto)*

Partner Conversion Factories

"based on skilled resources using conversion tool framework, remote delivery and fix price offerings"

- Executes own Installed Base
- Executes on behalf of smaller Partners
- Executes on behalf of SAP for Direct Accounts

Lower Project Risk & Cost with the GB Partner Conversion Factories
Examples

https://s4hana.allforonesteeb.com/de/ihr-weg-zu-sap-s4hana

https://itelligencegroup.com/ch/loesungen/sap-s4hana/sap-s4hana-roadmap/

Build your future

Which best practices help ensure success?

Objective

Support the customers in choosing the deployment methodology and implementation services that best fit their needs

1. Deployment Methodologies

2. Assets / Services

3. Intelligent Tools

SAP Digital Business Services Portfolio
Safeguarding the Move to SAP S/4HANA

Engagement focus

Strategic Partnership

Continuous Collaboration

Project Engagement

SAP MaxAttention
Premium Success Engagement and strategic partnership to continuously maximize business value and drive innovation programs during the Intelligent Enterprise journey

SAP ActiveAttention
Premium Success Engagement for enabling successful program deployment and operations to enable the Intelligent Enterprise

SAP Value Assurance
Project Success Offering for planning and safeguarding your move to the digital core and for a successful go-live

Discover | Prepare | Explore | Realize | Deploy | Run

Solution lifecycle coverage

SAP Value Assurance Service Portfolio for SAP S/4HANA

The level of SAP involvement is defined by pre-defined standard service packages

SERVICE PACKAGES

INVOLVEMENT OF SAP

③ **Business Optimization**
- Platform Design Support
- Custom Code Management

② **Business-Ready**
- Build Design Support
- Transition to Operations
- Analytics Design Support
- Data Migration Design Support

① **Plan and Safeguard**
- Planning the Digital Transformation
- Safeguarding the Digital Transformation
- Foundation
- Prototyping*

ENGAGEMENT SCOPE

*) Plan and Prototype option for package 1

SAP Model Company

Guiding and accelerating the move to a digital core with SAP S/4HANA

Plan the journey

Intelligent planning tools

Business scenario recommendations
Discover benefits and value

SAP transformation navigator
Determine road map

SAP readiness check
Validate readiness to migrate

SAP Enterprise Support value maps
Guided approach to planning

Integration content advisor
Design and deploy B2B integrations

Outcomes

Business case

Road map

Transformation plan

Complete the journey

The right approach determined using road map and plan

End-to-and deployment with
SAP Advanced Deployment

| Planning |
| Design |
| Deploy and Realize |

Enabling partner/customer
lead deployments with
SAP Value Assurance

| Planning |
| Design-support |
| Orchestration and safeguarding |

Supporting S/4HANA
cloud adoption with
Cloud Services from SAP

| Success plans |
| Advisory services |

Accelerate planning and deployment

Accelerate with SAP S/4HANA industry
and line of business solutions with
SAP® Model Company

| Pre-configured solution | Market standard/next practices | Accelerators |

SAP Model Company
Lifeblood for the Intelligent Enterprise

Accelerators

Configuration and how-to guides, test and demo scripts, implementation tools.

Market standard content

Digitized enterprise best/next practices. 17 industries, 12 line of businesses. Business process hierarchies, end-to-end scenarios, process diagrams, roles.

Localization enabled

All Best Practice languages available

Leonardo innovation inside

Assemble-to-order

Available as a ready-to-run appliance – assemble-to-order or pre-packaged – applications, configuration, sample data.

Interoperable Stack | International Foundation | Partner Framework

Activate + Industry reference architecture + Intelligent Enterprise framework

SAP Model Company Custom Edition

Build your Future

- SAP Model Company for Line of Business and Industry are built on top of SAP S/4HANA 1809 country version US

- SAP Model Company for Multinational Corporations provides a basic setup of up to 29 country version based on SAP S/4HANA 1809 best practices in a specific customer enterprise setup (ledger setup, fiscal year variant)

- SAP Model Company services come with enterprise structure and master data provided by SAP Best-Practices for S/4 HANA 1809 On-Premise

- Following task are not included in the Custom Edition and need to be done as part of the deployment:

  - Adoption of enterprise structure (Company codes, plant) according to customer needs

  - Adoption of Model Company based processes to further country versions besides US and / or enhancement of enterprise structure of customer

LoB MC

Industry MC

Localization of SAP Model Company services processes to other countries for Line of Business and Industries is part of project

| US | AU | AT | BE | BR | US | CA | CN | DE | FR | HK | … |

MC Multinational Corporations S/4HANA 1809 (up to 29 countries)

Scope of SAP Model Company services
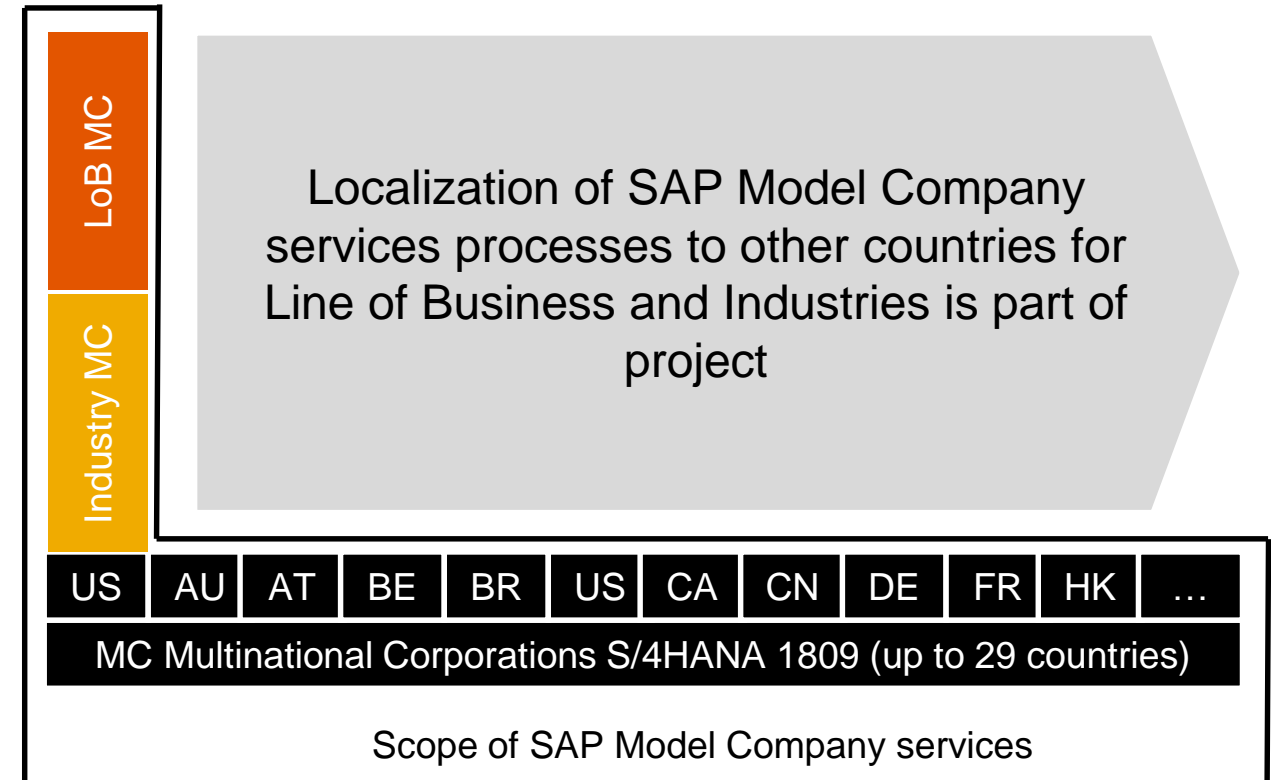
Available SAP Model Company Portfolio

Industry

Consumer Industries

Agribusiness

Consumer Products *TE, CAL*

Core Retail *CAL*

Fashion and Vertical Business *CAL*

Trade Management for Consumer Products *CAL*

Life Sciences

Discrete Industries

Automotive *CAL*

High Tech

Industrial Machinery and Components *TE, CAL*

Financial Services

Integrated Digital Banking

Energy and Natural Resources

Chemicals *CAL*

Mill Products *CAL*

Mining Production Execution *CAL*

Oil & Gas *TE, CAL*

Utilities *CAL*

Service Industries

Airline Back Offices *CAL*

Public Services

Defense Logistics

ERP and Digital Core

SAP S/4HANA Multinational Corporations

Finance *TE, CAL*

SAP S/4HANA Best Practices *CAL*

Line of Business

CRM and Customer Experience

Customer Experience

Marketing Cloud

Shared Services *TE*

Billing and Revenue Innovation Management

Digital Supply Chain

Connected Assets *CAL*

Connected Manufacturing *TE, CAL*

Extended Warehouse Management *CAL*

Logistics Execution *TE, CAL*

R&D / Engineering *TE, CAL*

Sustainability *TE, CAL*

Supply Chain Planning

HR and People Engagement

Manage Workforce (Employee Central)

Attract and Acquire (Recruiting, Onboarding)

Identify and Grow (Performance, Succession, Development)

Pay for Performance (Performance, Compensation)

Time Off (Employee Central)

TE: This SAP Model Company service is also available as SAP Model Company, trial edition
CAL: This SAP Model Company service is available with a pre-packaged appliance at http://cal.sap.com

SAP® Model Company

SAP Model Company for — Industry (Ind) / Line of Business (LoB)

Model Company	Type	Aerospace and Defense	Automotive	Banking	Building Materials	Cargo Transportation	Chemicals	Consumer Products	Defense and Security	Engineering Constru	Fabricated Metal Pro	Forest Products, Fur	Healthcare	High Tech	Higher Education	Industrial Machinery	Insurance	Life Sciences	Media	Mill	Mining	Oil and Gas	Passenger Travel & Leisure	Postal	Primary Metals	Professional Service	Public Sector	Retail	Sports & Entertainment	Telecommunications	Utilities	Wholesale Distribution
Agribusiness	Ind							x																								
Airline Back Office	Ind																						x									
Automotive	Ind		x																													
Chemicals	Ind						x											x														
Consumer Products	Ind							x																								
Core Retail	Ind				x			x					x				x	x				x	x	x				x		x		x
Defense Logistics	Ind								x																							
Fashion and Vertical Business	Ind							x					x															x		x		x
High Tech	Ind													x																		
Ind. Machinery and Components	Ind															x																
	Ind																															
Integrated Banking	Ind			x																												
Life Sciences	Ind						x											x														
Mill Products	Ind										x									x	x	x			x							
Mining Production	Ind																			x	x	x										
Multinational Corp	Ind	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x
Oil & Gas	Ind																			x	x	x										
Utilities	Ind																														x	
Billing and Revenue Innov. Mgmt.	LoB																		x	x	x									x	x	
Connected Assets	LoB	x	x	x	x	x		x	x		x					x	x	x	x		x	x			x	x				x	x	x
Connected Manufacturing	LoB	x	x	x	x	x		x		x	x					x		x		x	x									x		
Customer Experience	LoB	x	x	x	x	x	x	x	x	x			x	x		x	x	x	x		x	x			x	x	x	x	x	x	x	x
Ext. Warehouse Mgmt. for Ind.	LoB							x										x									x					x
Finance	LoB	x	x	x	x	x	x	x	x	x	x		x	x	x	x	x	x	x		x	x	x	x	x	x	x	x	x	x	x	x
Human Resources	LoB	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x
Logistics Execution	LoB	x	x	x	x	x		x	x	x	x					x		x			x	x				x				x		x
Marketing Cloud	LoB							x											x									x	x	x		
R&D / Engineering	LoB	x	x		x	x	x	x	x	x	x		x	x		x		x			x	x				x				x		
Shared Services	LoB	x	x	x	x	x	x	x	x	x	x		x	x	x	x	x	x	x		x	x	x	x	x	x	x	x	x	x	x	x
Supply Chain Planning	LoB	x	x	x	x	x	x	x	x	x	x		x			x		x			x	x						x				x
Sustainability	LoB						x											x			x	x									x	
Trade Mgmt for CP	LoB							x																								

Link

SAP Model Company

Increasing customer speed to value

Blueprint

up to **90%** savings with an industry-specific reference architecture to start from practice processes modeled

Realization

up to **50%** savings with best-practices processes configured and documented

Testing

up to **30%** savings with test case template and operations support templates

Traditional Approach	Prepare	Business Blueprint	Build & Test	Testing & Go-live

Model Company with Value Assurance	Prepare	Explore	Realization	Deploy

up to **30%** decrease

Focused Build for SAP Solution Manager
Enabling SAP Solution Manager for projects

Focused Build for SAP Solution Manager 7.2 as tool , together with SAP Activate as methodology, perfectly support you in innovation projects such as SAP S/4HANA implementations.

Focused Build…

- Is an add-on solution for SAP Solution Manager 7.2 containing **preconfigurations for agile** project usage

- Enables you to **jump-start** SAP Solution Manager for your innovation project.

- Provides **best practice content**, workflow-supported methodology for all project phases and project transparency about all activities.

- Helps you to get your **transformation realized** from the initial business process requirements until the Go live and Hypercare care phase → **R2D (from Requirement to Deploy)**

SAP DBS Model Company

SAP Activate
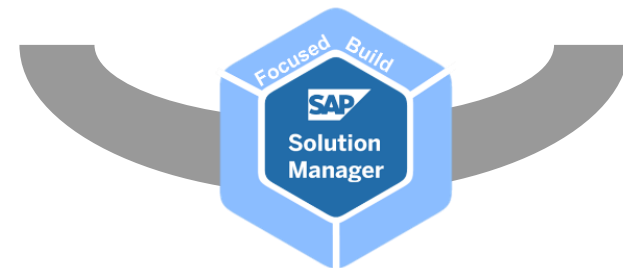
Use Cases of Focused Build
Checklist

Is Focused Build recommended for your project? Check if any of these statements can be answered with YES:

- ✓ Are you planning an innovation project (e.g. SAP S/4HANA implementation)?

- ✓ Will your project require solution validation with the business process owners, probably followed by development or configuration tasks?

- ✓ Do you want to use a project tool which supports you in all phases, starting from target business process modelling, through requirement documentation, building, testing, up to handover of your application to operation?

- ✓ Do you want to benefit from SAP Best Practices, such as process repositories, project templates, agile development concepts, IT process workflows?

- ✓ Do you want to start soon with your innovation project (2-3 months) or do you even want to start immediately (2-3 weeks) instead of setting up a pre-project with SAP Solution Manager?

- ✓ Do you want an a secured and compliant deployment process for all customization activities?

- ✓ Is your project based on SAP Model Company content ?

Build your future
Which best practices help ensure success?

Support the customers in choosing the deployment methodology and implementation services that best fit their needs

1. Deployment Methodologies

2. Assets / Services

3. Intelligent Tools

Companions for Your SAP S/4HANA Journey

○ Focus on Conversions

○ Focus on New Implementations

Readiness Check
Assess functional & technical impact, understand the effort drivers and plan mitigations

Custom Code
Automated custom code adaptation, easy removal of obsolete code
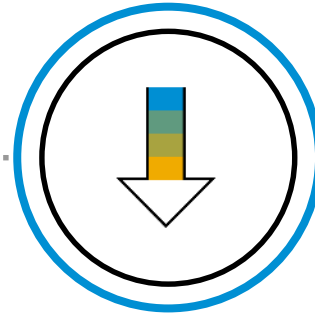
Downtime Optimized Conversion
for shorter system cut-over
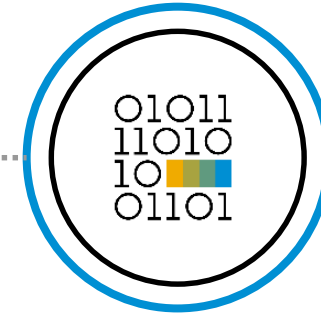
Check & prepare you data
Finance, Business Partner

While SAP continues to improve these tools, customers should note that most of these tools are available now.
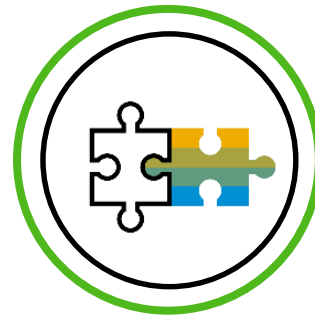
Reduced integration efforts
with 10K+ new interfaces
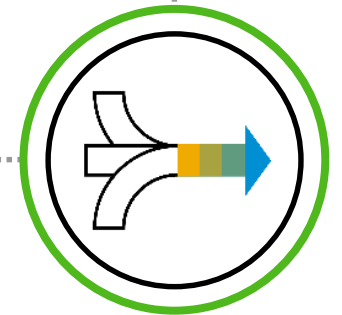
Improved Data Migration
more ready-to-use business objects and object modeling capabilities

SAP S/4HANA Readiness Check | Version 2.0 highlights
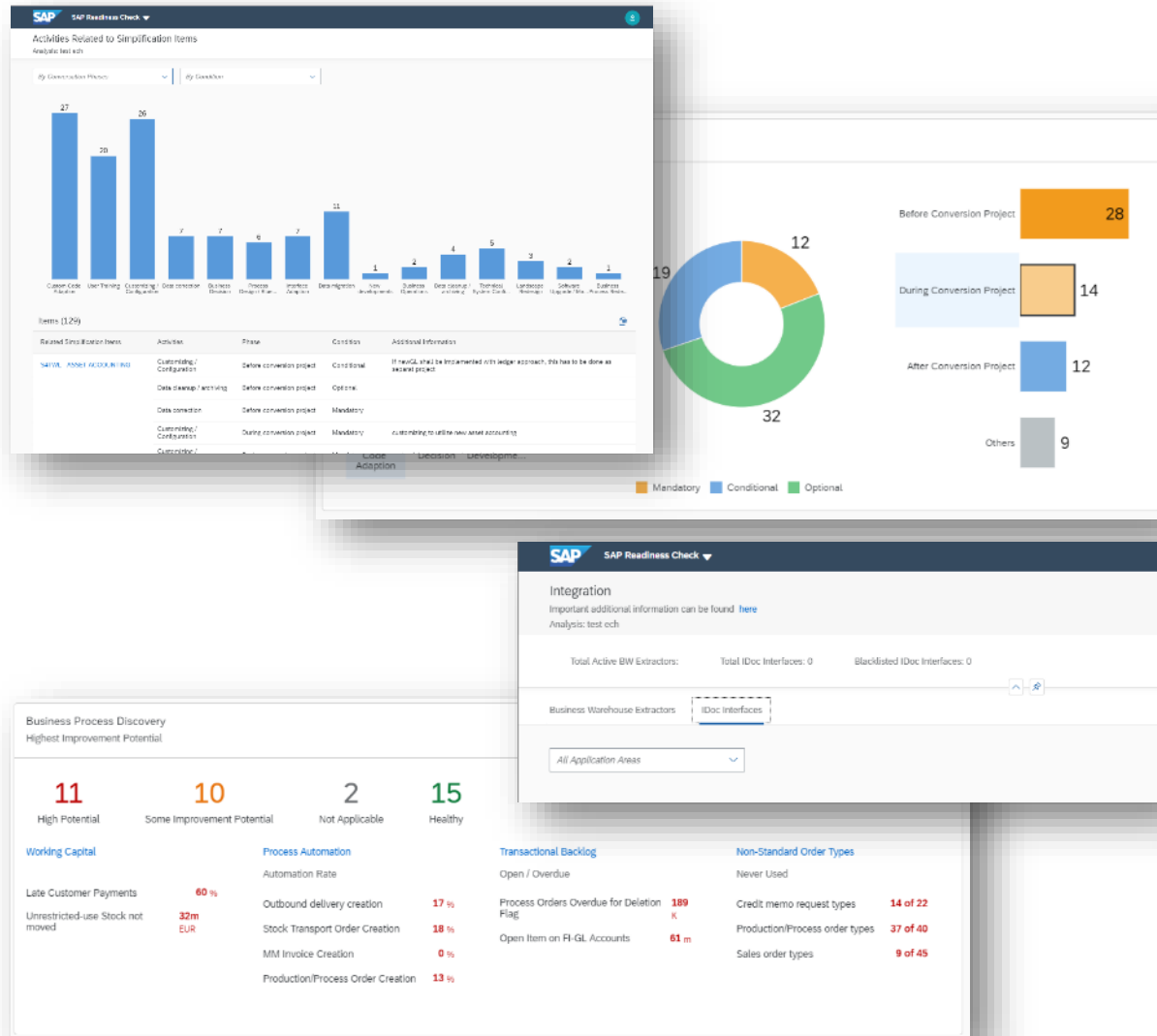
- **In-depth analysis** of simplification items & work break-down by project phase

- Interactive SAP S/4HANA **sizing simulation**

- Improved SAP **Fiori recommendations** - grouping by Fiori roles, highlighting the „Lighthouse" SAP Fiori Apps

- **Business process discovery** – top relevant Process Performance Indicators (automation, transactional backlog, throughput, process failures); also used by SAP NextGen BSR

- **Interface analysis** replaces a tedious manual analysis of all IDOC interfaces in a system.

…AND MORE!

Check out version 2.0

Custom Code | Automated custom code adaptation with Quick Fixes

Automatic custom code adaptation with
Quick Fixes

- 1809: **ORDER BY, MATNR**
- 1809 FPS2: **BSEG, VBTYP, VBFA, VBUP/VBUK, KONV**

30% unused code in an average system – delete it upon conversion

Expect 60% automation rate with Quick Fixes

Remaining manual adaptation
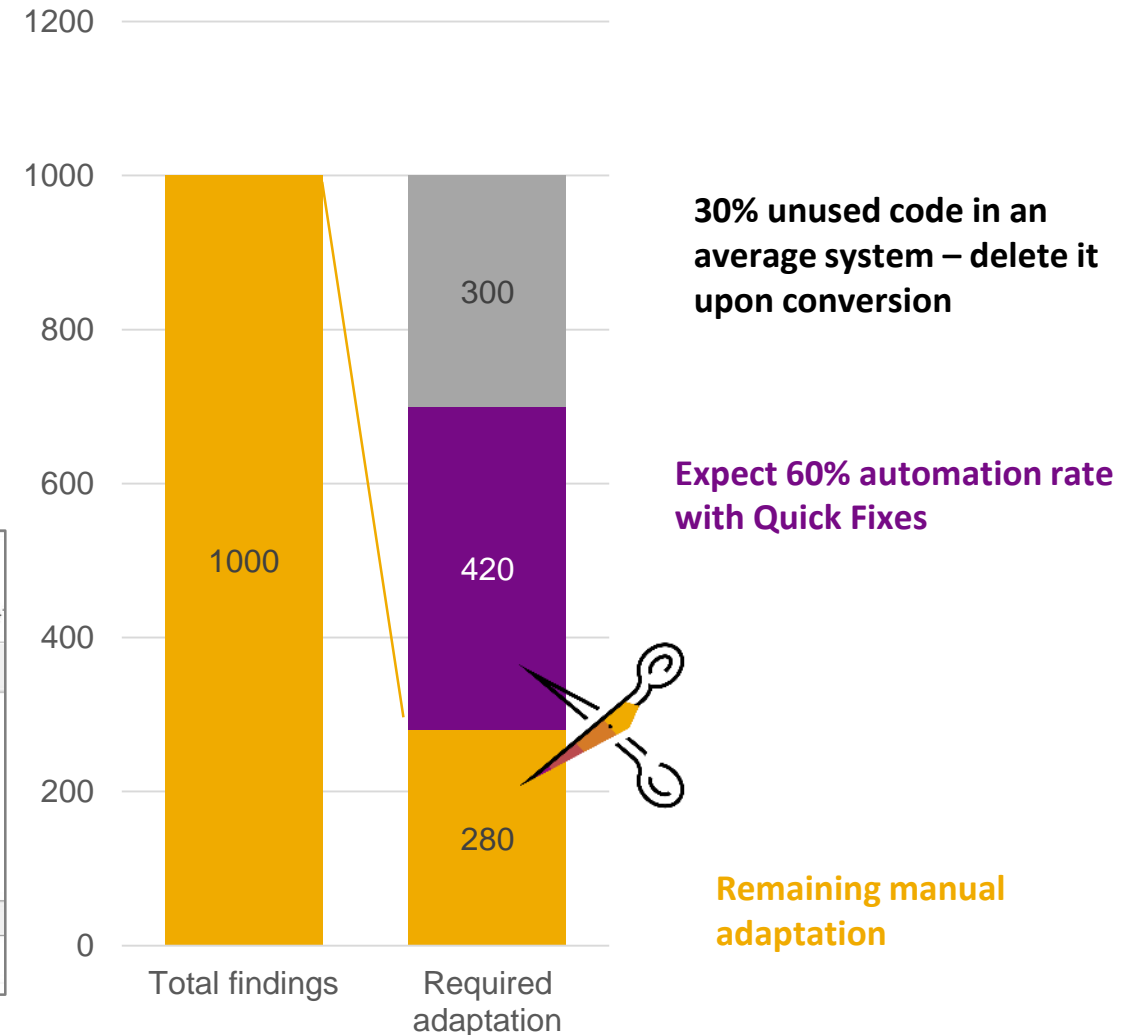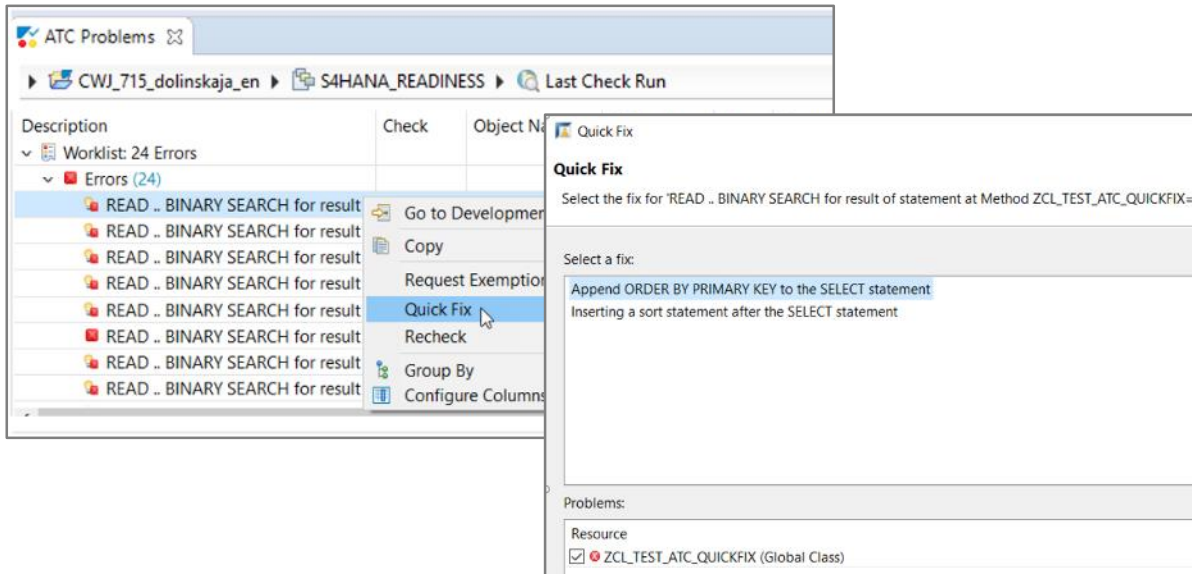
Custom Code | Integrated removal of unused custom code

In an average SAP ERP system, 30-60% of custom code is never used. Deleting it can significant reduce the effort for code adaptation. Deletion is now part of the conversion with Software Update Manager.

Step 1. Keep collecting the data with UPL or activate ABAP Call Monitor with aggregation today.

Step 2. Use the new Custom Code Migration Fiori app once your sandbox is converted to SAP S/4HANA.
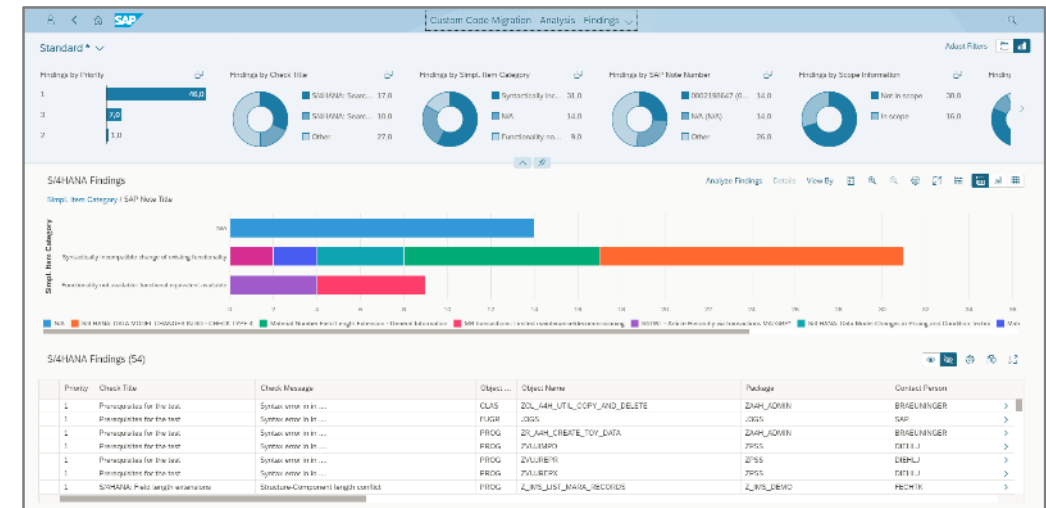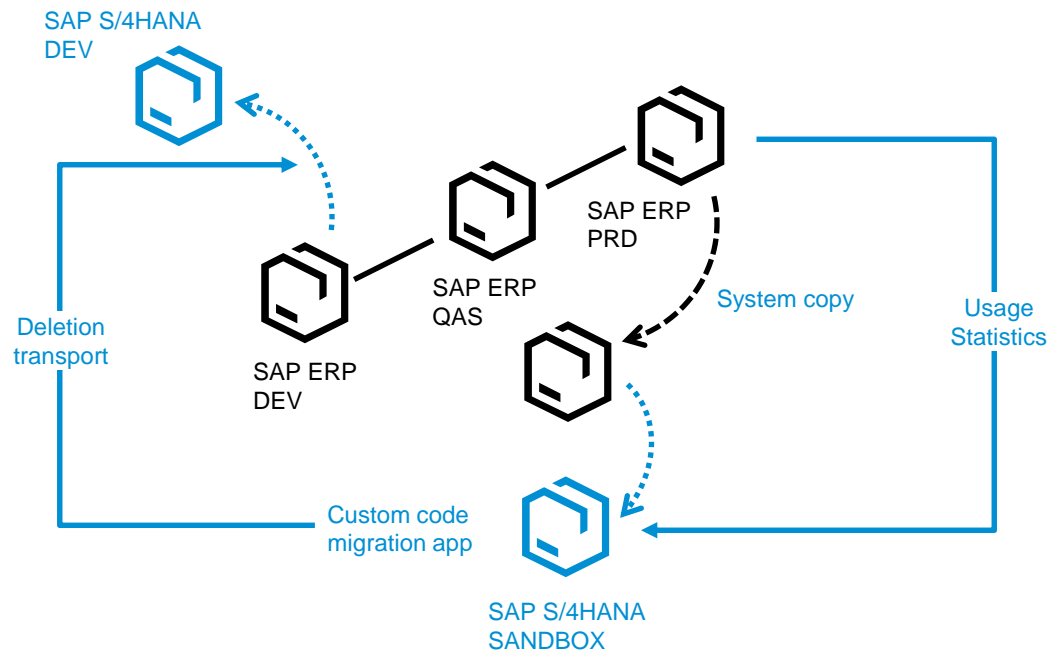
Custom Code Migration Fiori App

- Consumes runtime code usage statistics from ABAP Call Monitor
- Prepares a deletion transport
- Provides analytics for remaining required custom code adjustments

Downtime Optimized Conversion | with Software Update Manager

< 5TB

6 … 20TB or
> 1bln Finance records

> 20TB or
combined with Unicode conversion, DC move etc.
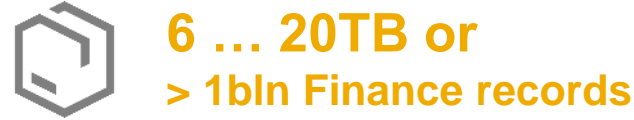
Standard Conversion

- Software Update Manager (SUM)

New: **Downtime Optimized Conversion**

- SUM + optimizing downtime through conversion of selected data during uptime & parallel processing
- Currently **available upon request**
- SAP Note 2293733 for prerequisites and restrictions

Near-Zero-Downtime Technology

- SAP DBS Service
- Available for 1610, 1709, 1809

Live example

SAP ECC 6.0 EHP0, all languages, Oracle **17.7 TB**

SAP S/4HANA 1709
5 TB HANA 2.0

Total conversion runtime: **111 h**

SUM technical downtime **24h 20'** (incl. FI conversion)

Downtime Optimized Conversion | with Software Update Manager (SUM)

Reducing technical downtime by partially moving activities to uptime processing of SUM

- Table conversion (FIN, MM-ML, MM-IM)
- Field conversion (KONV, VBFA tables)
- Migration of selected big application tables (w/o conversion)
- Delta replay mechanism ensures that any uptime changes are considered

Lab preview

Cut-over window
(such as 8 to 60 hours)

Technical SUM downtime

| SUM Uptime Processing | Ramp down | SUM | Post-conversion activities | FI & ML Data Conversion | Business Validation | Ramp-up |

| Migration | Update | Conversion |

Fall-back buffer
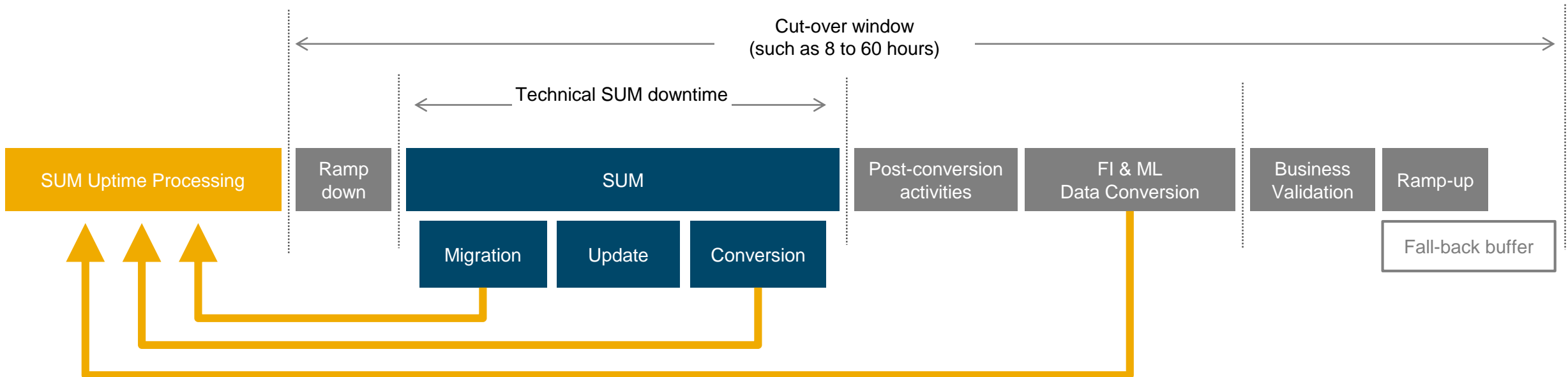
Finance Migration | Helping to check you finance data prior to conversion

HOW TO FIND

[2755360](#) - Reconciliation prior to S/4HANA Conversion

- Perform data consistency checks **on any DB**
- Plan data clean-up prior to conversion

HOW TO RESOLVE

[2714344](#) Financial data migration to SAP S/4HANA: Most frequent Error Messages – Information and Recommendations

Business Partner | Helping to prepare your customer / vendor data for conversion

Recent innovations

- Masterdata consistency check report - check customer & vendor data prior to conversion, understand the data quality issues
  - Functional checks on Tax Code, Postal Code, Email, Bank Data, Tax Jurisdiction Code, Address data, Trasportation Zone etc.
  - OSS Note 2743494*

Planned Innovations

- Supressing checks on individual data fields
- "CVI Cockpit" - a guided procedure for BP implementation + notes wizard

*) Manual implementation for now. Yes, we're working on it.

Data Migration | SAP's tools for data migration in SAP /S4HANA projects

SAP's recommended tool for data load in new implementations is the SAP S/4HANA migration cockpit

You may want to employ complementary tools depending on the following factors:

- Number and variety of data sources
- Required data transformations and business rules
- Amount of data construction required
- Data quality
- Project team size and the resulting intensity of collaboration

3rd party ETL tools	SAP Advanced Data Migration by Syniti	DATA MIGRATION ORCHESTRATION
	SAP Data Services	DATA EXTRACTION, TRASFORMATION AND CLEANSING
SAP S/4HANA migration cockpit		DATA TRANSFORMATION, MAPPING & LOAD
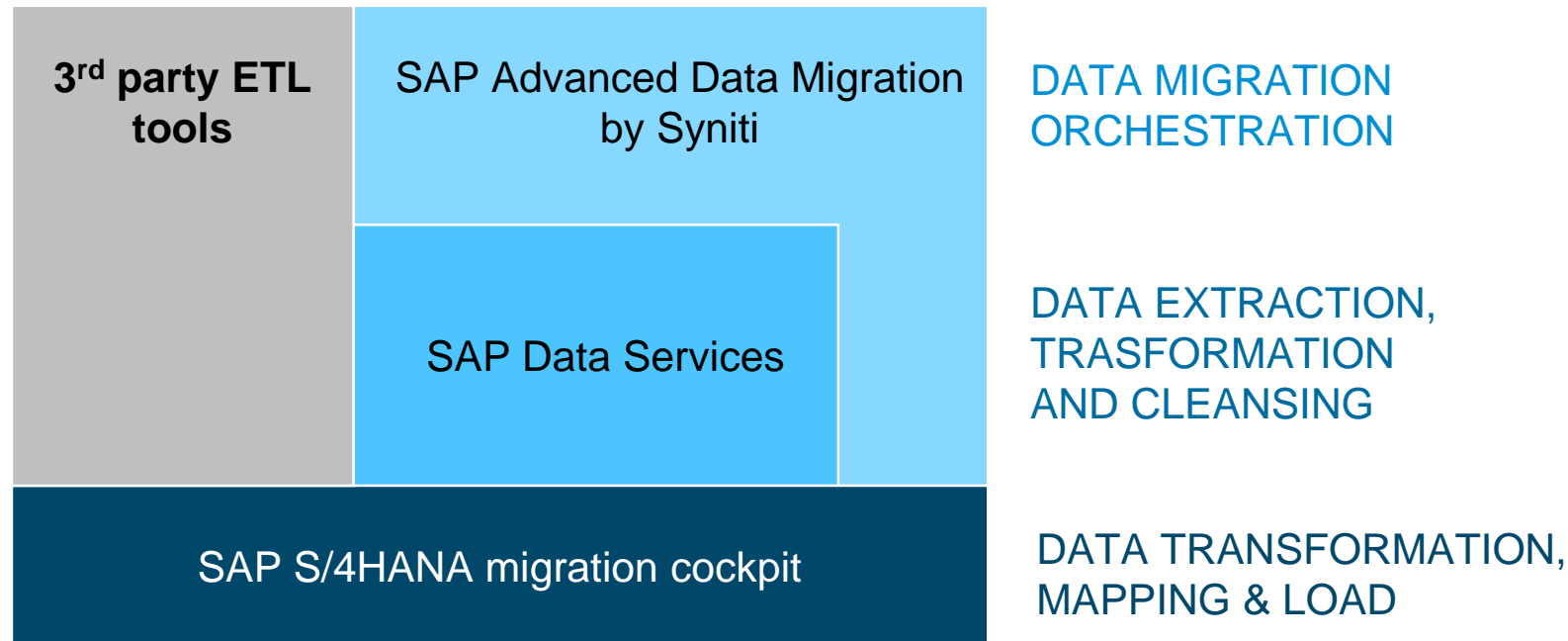
Data Migration | SAP S/4HANA Migration Cockpit – today's capabilities

Data Provisioning

Template File Upload

Staging *)

Process & Content

Data Load

API based

Cloud

On-premise

Available for on-premise as of 1709 FPS01, planned for Cloud 1811

Data Migration | SAP S/4HANA Migration Cockpit – planned innovations

Lab preview

Data Provisioning

Process & Content

Data Load

AVAILABLE UPON REQUEST:
Direct data extraction from SAP Source

API based

Cloud

On-premise

Planned: **140+**

Business objects
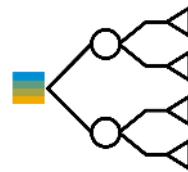
Planned: Data from other applications, e.g. from SAP Apparel and Footwear (AFS) to SAP S/4HANA Fashion and Vertical Business
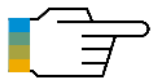
Planned: Extended Modelling Environment

Planned: automated validation of data migration results
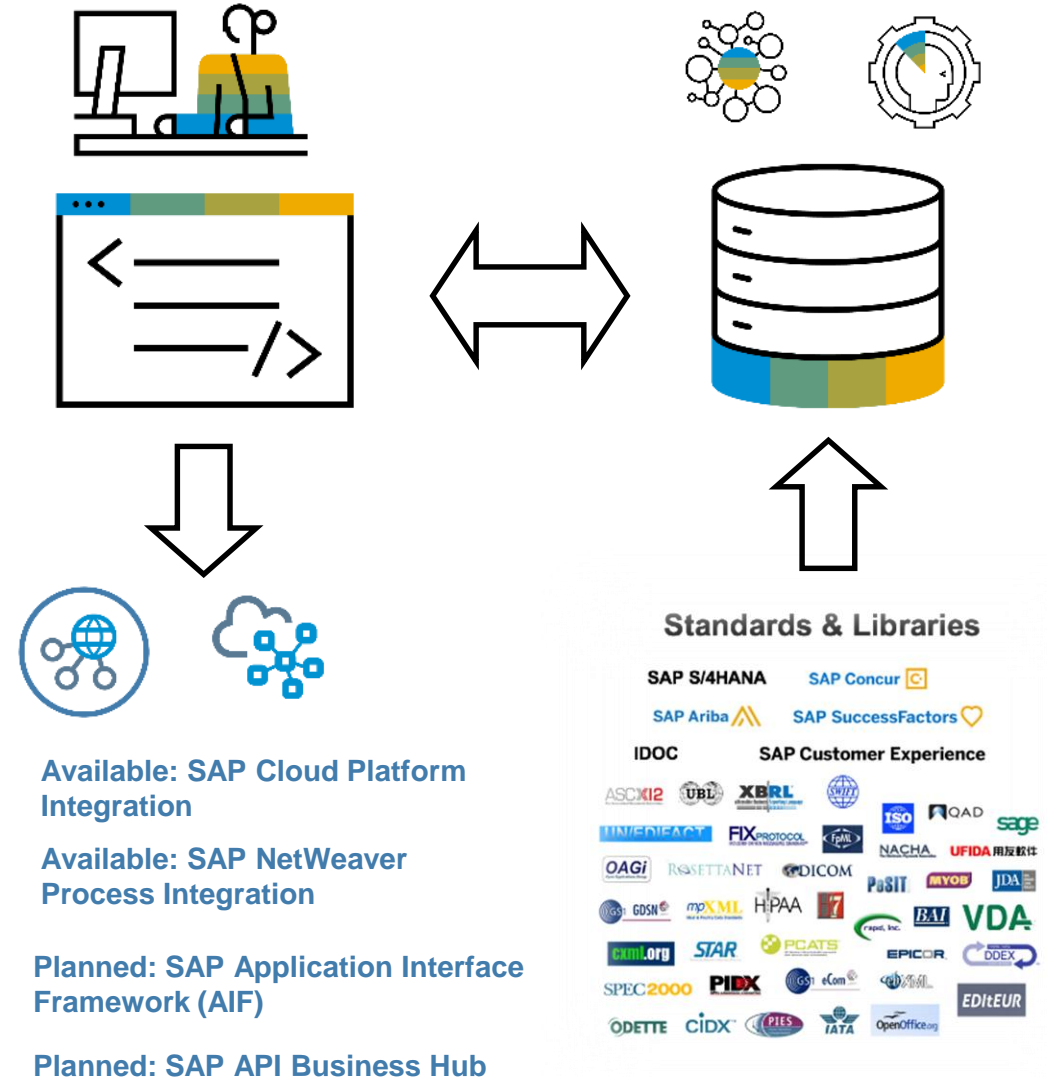
Reduced Integration Efforts | SAP Cloud Platform Integration Advisor

Designed to accelerate each & every interface implementation, learn continuously, and aims to reduce efforts by 60% or more

- Available since February 2018
- An intelligent content management system for SAP software integration
- Machine Learning + Crowd Sourcing
- Contextual proposals for interface semantics & mappings – by country & industry
- Automated generation of runtime artifacts and documentation

Integration Advisor pricing
B2B message libraries pricing (UN/EDIFGACT, X12)

Available: SAP Cloud Platform Integration

Available: SAP NetWeaver Process Integration

Planned: SAP Application Interface Framework (AIF)

Planned: SAP API Business Hub

Standards & Libraries

SAP S/4HANA   SAP Concur

SAP Ariba   SAP SuccessFactors

IDOC   SAP Customer Experience

Key Take Aways

➢ **SAP Advanced Deployment is the implementation methodology for SAP-led projects**

➢ **Integrated Delivery Framework is the implementation methodology for Partner-led project, combining key strengths of partners and SAP**

➢ **Both approaches can be supported and safeguarded by SAP Value Assurance and SAP Model Company**

➢ **SAP offers solutions for all business partners, focus is on the entire installed base**

➢ **Intelligent tools reduce the TCI of deployment projects and proactively mitigate potential risk areas within the transformation to SAP S/4HANA**

Let's MOVE together
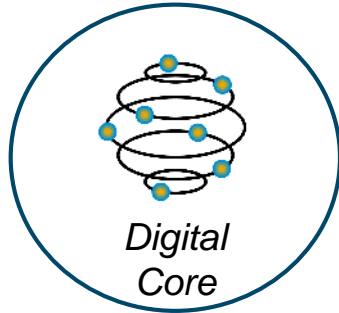
Intelligent Enterprise starts at the Core

Digital Core

Product capabilities ready for mass adoption and follows industry specific roadmaps
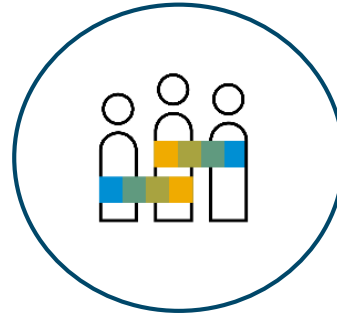
Possible already today: From a customer perspective

Leveraging more of the newer processes and capabilities by moving to SAP S/4HANA

No ERP customer is left behind!!

We need to support our customers accelerating the adoption of SAP S/4HANA and with this, becoming intelligent enterprises

Main Assets:

www.sap.com/jointhemovement

Contact us via:

S4MOVE@sap.com